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**STATE OF DELAWARE**  
**REAL ESTATE COMMISSION**

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**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday, May 5, 2016 at 9:30 a.m.**

**PLACE: Division of Professional Regulation**  
861 Silver Lake Boulevard, Cannon Building  
**Second Floor Conference Room A**  
Dover, Delaware

**MINUTES FOR APPROVAL: 6/2/2016**

**MEMBERS PRESENT**

Tom Burns, Kent County, Professional Member, Chairperson, Presiding  
Casey Price, Sussex County, Professional Member, Vice Chairperson – (9:33 a.m.- 11:17 a.m).  
Barbara Brodoway, New Castle County, Public Member  
Virgil Bullis, Professional Member, Sussex County  
Debbie Oberdorf, Kent County, Professional Member  
Michael Rushe, Kent County, Public Member  
Denise Tatman, Sussex County, Public Member  
Donna Klimowicz, New Castle County, Professional Member  
Elaine Woerner, New Castle County, Professional Member

**DIVISION STAFF**

Eileen Kelly, Deputy Attorney General  
Urainer Marrow, Administrative Specialist II  
Jessica Williams, Administrative Specialist III

**Also Present**

Shirley Kalvinsky

**CALL TO ORDER**

Mr. Burns called the meeting to order at 9:33 a.m.

**REVIEW OF MINUTES**

Mr. Bullis moved, seconded by Ms. Brodoway, to approve the April 7, 2016 minutes as written. . Motion unanimously carried.

**UNFINISHED BUSINESS**

Discussion Regarding Potential Revisions to Broker's Course Outline

Ms. Kalvinsky addressed the Committee regarding suggested revisions to the Broker's course. Ms. Kalvinsky reported that the same textbook is used for both pre-licensing and Broker's courses. She reported that the same licensure exam is used for the pre-licensing course and the Broker's course, with the exception that the Broker's exam has ten additional questions. Ms. Kalvinsky suggested that the Broker's course be rewritten, and the exam be revised. Mr. Burns inquired if Ms. Kalvinsky would be interested on serving on a sub-committee, the the Commission grants the Committee approval to move forward with potential revisions. Ms. Kalvinsky agreed to serve on a sub-committee if the Commission approves. The committee discussed the current exam and the testing service that offers the exam on h=behalf of the Commission. Ms. Williams advised the Committee that Pearson Vue might have a contract with the Division of Professional Regulation to administer the examinations. Therefore, drastically changing the examination may be difficult. Ms. Brodoway moved, seconded by Ms. Woerner, to have Mr. Burns speak to the commission in regards to creating a sub-committee to revamp the Brokers exam. Ms. Kalvinsky also suggested tht the Committee consider changing New Licensee Module 4 from Real Estate Professionalism to Business Planning. Ms. Kalvinsky suggested that a course be created to address business planning, instead of changing the module.

## **NEW BUSINESS**

### **UPDATE from the Commission**

Ms. Brodoway reported that the Commission accepted all of the recommendations regarding corse provider applications, instructor applications, and student CE requests. The Commission provided no additional feedback.

### **Review of Course Provider Applications**

Ms. Price moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: The Frederick Academy of Real Estate      **Denied- Course outline must address Agency and Fair Housing to meet criteria for Module 1**  
Course Title: Agency  
Module: 1  
Credit Hours: 3.0

Course Provider: Sussex County Association of REALTORS  
Course Title: Case Law Update      **Approved**  
Module: 5  
Credit Hours: 3.0

Course Title: Lead Base Paint Update for Residential Property      **Approved**  
Module: 7  
Credit Hours: 3.0

Course Title: Environmental Issues and the Real Estate Transaction      **Approved**  
Module: 7  
Credit Hours: 3.0

### **Review of Instructor Applications**

Ms. Price moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried

Ronald Hohrein      **Approved**

Pre-Licensing Course: Real Estate Mathematics

Alfred Johnson     **Approved**

Continuing Education: Module 7- Fair Housing, Low- Income Housing  
Tax Credits

Robert Ross     **Approved**

Continuing Education: Module 7- Real Estate as an Investment, Tools  
of Investment Analysis; Pre- Licensing Course: Real Estate  
Mathematics

**Review of Student Requests for Approval of Continuing Education Activity**

Ms. Price moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried

Phyllis Alexander     **Denied- State Specific for MD, Module 7**

Course Title: DL/ MREC Required Supervision Course  
Course Provider: The CE Shop  
Credit Hours: 3.0  
Requesting Approval for Module(s): 4

Michael Crosby     **Approved**

Course Title: Credit and Loan Process  
Course Provider: Real Estate Institute  
Credit Hours: 3.0  
Requesting Approval for Module(s): 7

Michael Crosby     **Denied- State Specific for MD**

Course Title: Agency Residential  
Course Provider: Real Estate Institute  
Credit Hours: 3.0  
Requesting Approval for Module(s): 1 & 6

Michael Crosby     **Denied- State Specific for MD**

Course Title: Code of Ethics  
Course Provider: Real Estate Institute  
Credit Hours: 3.0  
Requesting Approval for Module(s): 2

Michael Crosby     **Denied- State Specific for MD**

Course Title: Supervision  
Course Provider: Real Estate Institute  
Credit Hours: 3.0  
Requesting Approval for Module(s): 3, 4, 6

Michael Crosby     **Denied- State Specific for MD**

Course Title: Legislative Update  
Course Provider: Real Estate Institute  
Credit Hours: 3.0  
Requesting Approval for Module(s): 5

Michael Crosby     **Denied- State Specific for MD**

Course Title: Fair Housing

Course Provider: Real Estate Institute  
Credit Hours: 1.5  
Requesting Approval for Module(s): 1

Heidi Hunt     **Approved- Only for 6 hours. Modules 6 & 7 only**  
Course Title: GRI Designation from National Association of Realtors  
Course Provider: Maryland Association of REALTORS  
Credit Hours: 12  
Requesting Approval for Module(s): 1, 2, 3, 4, 5, 6, 7

Pramedai Reed     **Denied- State Specific, no outline and too late for request**  
Course Title: Real Estate Ethics or Professional Standards  
Course Provider: MD Assoc. of REALTORS  
Credit Hours: 3  
Requesting Approval for Module(s): 2

#### Review and Reconsideration of Instructor's Application for Pre-licensing Course

Ms. Williams advised the Committee that Walter Taruaka requested that his application be reconsidered for approval to teach the law portion of the pre-licensing course. She reported that the Committee inadvertently approved Mr. Tariaia to teach the law portion without recognizing that he does not hold a juris doctorate. Mr. Tariaia was notified of the error and a new approval letter was issued.

Ms. Klimowicz moved, seconded by Ms. Price seconded to deny Walter Tariaia request for reconsideration. Motion unanimously carried

#### Discussion regarding 'Topics for Annual Seminar

Mr. Burns will request direction from the Commission relating to potential topics for the Annual Seminar. Once the Commission provides the guidance/direction, the Committee will discuss potential topics in more detail.

### **CORRESPONDENCE**

#### Review Correspondence Regarding Concerns with Pre-licensing Course Provider

The reviewed and discussed in detail the correspondence submitted to the Commission's office, outlining concerns regarding the Central Delaware Real Estate Academy. The Committee discussed their concerns at length. Ms. Kelly advised the Committee that pre-licensing schools are granted approval by the Commission and are not granted a licensure type. Therefore, complaints pertaining to pre-licensing course providers cannot go through the investigative process.

Ms. Brodoway moved, seconded by Ms. Price to suggest further investigation; to request firsthand information from students who participated in the particular pre-licensing class discussed in the correspondence and to request guidance from the Commission on how to proceed. Motion was unanimously carried.

#### **OTHER BUSINESS BEFORE THE COMMITTEE** (for discussion only)

Ms. Kelly advised the Committee that the regulations pertaining to online pre-licensing course providers will be published in the May 1, 2016 edition of the Register of Regulations, and will be effective on May 11, 2016

### **PUBLIC COMMENT**

There was no public comment

**NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday June 2, 2016 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

**ADJOURNMENT**

There being no further business, Mr. Burns moved, seconded by Ms. Klimowicz, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:20 a.m.

Respectfully submitted,

A handwritten signature in cursive script, reading "Urainer Marrow". The signature is written in dark ink and is positioned above the printed name.

Urainer Marrow  
Administrative Specialist II